

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant PIERO QUINETTI 1034 N. SHERIDAN RD, WAUKEGAN, IL 60085	2. Registration No. 3532
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3. Name of foreign principal ITALIAN INSTITUTE FOR FOREIGN TRADE - ROME - ITALY	4. Principal address of foreign principal ITALIAN INSTITUTE FOR FOREIGN TRADE ROME - ITALY C/O ITALIAN TRADE COMMISSION 401 N. MICHIGAN AVE, SUITE 3030 CHICAGO, IL 60611
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5. Indicate whether your foreign principal is one of the following type:

Foreign government

Foreign political party

Foreign or domestic organization: If either, check one of the following:

<input type="checkbox"/> Partnership	<input type="checkbox"/> Committee
<input type="checkbox"/> Corporation	<input type="checkbox"/> Voluntary group
<input type="checkbox"/> Association	<input type="checkbox"/> Other (specify) _____

Individual - State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant. CHICAGO OFFICE OF I.T.C.
401 N. MICHIGAN 3030
CHICAGO, IL 60611

b) Name and title of official with whom registrant deals. DR. ROBERTO MINIO
ITALIAN TRADE COMMISSIONER

7. If the foreign principal is a foreign political party, state:

a) Principal address

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

PROMOTE TRADE

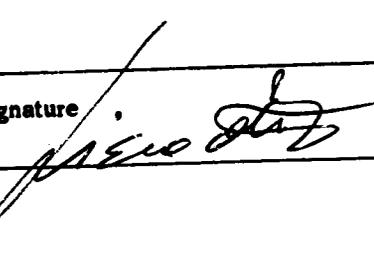
b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal Yes No
- Directed by a foreign government, foreign political party, or other foreign principal. . . . Yes No
- Controlled by a foreign government, foreign political party, or other foreign principal . . . Yes No
- Financed by a foreign government, foreign political party, or other foreign principal . . . Yes No
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes No
- Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes No

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

ITALIAN INSTITUTE FOR FOREIGN TRADE IS A PUBLIC AGENCY ORGANIZED ON A WORLD WIDE BASIS AND OPERATE IN ACCORDANCE WITH THE DIRECTIVES ISSUED BY THE ITALIAN MINISTRY OF FOREIGN TRADE, THE PRINCIPAL FUNCTION IS THE PROMOTION OF ITALIAN EXPORTS ON FOREIGN MARKETS

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Date of Exhibit A	Name and Title PIERO OTTINETTI DESIGN	Signature 
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UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
PIERO OTTINETTI DESIGN	ITALIAN INSTITUTE FOR FOREIGN TRADE

Check Appropriate Boxes:

- The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

UNITED STATES DEPARTMENT OF JUSTICE
WASHINGTON, D.C. 20530
OCT 27 1977
REGISTRATION DIVISION

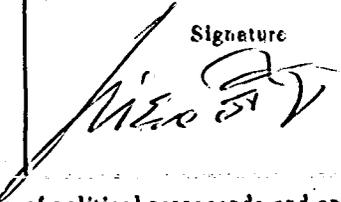
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

SEE CONTRACT COPY

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?^{1/} Yes No

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B	Name and Title	Signature
		

^{1/} Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



Chicago Office

date May 25, 1983

n° 217-11-12/03529
RM/c11

Italian Trade Commission

PIERO OTTINETTI DESIGN
1034 N. Sheridan
Waukegan, IL 60085

Dear Sirs:

We have the pleasure to inform you that we accept your offer dated January 20, 1983 for the 1983 promotional program of the Italian Machinery for Marble and Stoneworking in the United States.

The total amount for your services will be \$24,800.00 (twenty four thousand eight hundred dollars) to be paid to your company in three installments to be agreed upon.

Your services will include:

Logo: - Creation of a logo for the campaign; several sketches should be submitted to us for selection.

Ads: - Provide 4 (four) original ads; for each ad 3 layout concepts should be submitted to this office for selection.

Magazine Advertising:

- Media service will include selection of trade magazines

- Prepare media plan; place insertion orders.

You are kindly requested to submit to this office, as soon as possible, a detailed schedule of ads to run through 3/31/1984.

The total budget available for advertising is \$31,500.00 (thirty one thousand five hundred dollars) and this amount cannot be exceeded. Please note that we will not be in a position to accept any change in price after the ad schedule is approved by this office; therefore, the price for the ads that you will quote us should remain valid up to the date of publication.

All invoices should be addressed as follows:

Alv's

ITALIAN INSTITUTE FOR FOREIGN TRADE, ROME, ITALY
c/o Italian Trade Commission
401 N. Michigan Avenue - Suite 3030
Chicago, IL 60611

Re: 1983 ITALIAN MARBLE WORKING MACHINERY PROJECT

The publishers should also be instructed to show on their bills both gross and net amount after the agency commission (15%) and that they should provide this office with 5 (five) complete copies of the issues where the ads appear and several tearsheets of same.

Newsletter:- 3 (three) issues will be published.

Your services will include: creation of a theme (submit at least 3 sketches for selection) - design graphic format - editing copy and photos - type-setting - proofreading - printing - labeling - mailing (postage included). A mailing list of at least 3000 names is to be acquired by your company.

Kindly return copy of this letter signed for acceptance.

Yours faithfully,

Roberto Minio,
Commissioner
RM

Ufficio di Chicago
dell'Istituto Nazionale
Commercio Estero ICE

401 N. Michigan Ave.
Suite 3030
Chicago, IL 60611
Telephone (312) 670-4360
Telex 25-5275 Italtrade Cgo
Telegrams Italtrade, Chicago



Chicago Office

date May 25, 1983

no 217-11-12/03529
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c/o Italian Trade Commission
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Commissioner

